



ENVIRONMENTAL TECHNOLOGIES NEWS WINTER 2004

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CALENDER OF TRADE EVENTS

BULGARIAN NATIONAL WATER QUALITY ASSOCIATION EXHIBITION: Will take place in parallel with the Scientific and Practical Conference and Seminar on Water Quality Technologies and Management in Sofia, Bulgaria, on February 18-19, 2004. It will cover all aspects of water management from the source to sewage treatment. As a service to interested American exporters, the U.S. Commercial Service is offering a catalog showcase at the combined exhibitions. For a \$50 participation fee, you will receive an advance market brief on Bulgaria's water management market, inclusion in the U.S. Catalog Showcase brochure which will be prepared in Bulgarian, presentation of your product literature at the U.S. Commercial Service booth at the exhibition which will be staffed by commercial specialists, and a follow-up list of potential business partner leads. If interested, contact Commercial Specialist Stanislava Dimitrova, U.S. Commercial Service Sofia, by e-mail at stanislava.dimitrova@mail.doc.gov. Please act quickly as time is very short!

INTEGRATED SOLUTIONS TO MANURE MANAGEMENT, NATIONAL CONFERENCE & EXHIBITION: Will take place on March 8-9, 2004 in London, Ontario, Canada. It's sponsored by the Ontario Environmental Industry Association, the Ontario Ministry of Agriculture and Food, and Natural Resources Canada and will provide a forum for producers, policy makers, service and technology providers to develop partnerships that address challenges and opportunities associated with manure management. Visit the website: www.istmm.com/Home.htm.

2004 WATER QUALITY ASSOCIATION CONVENTION & EXHIBITION: WQA 2004 is the largest trade show for residential point-of-use, resident point-of-entry, and commercial/industrial water treatment in North America. The convention and exhibition will take place on March 16-20, 2004 at the Baltimore Convention Center in Baltimore, MD. The 2004 event has been selected to participate in the Commerce Department's International Buyer Program meaning that the U.S. Commercial Service will recruit trade delegations worldwide to attend. For additional details, visit the website at www.wqa.org or contact the Water Quality Association in Lisle, IL at 630-505-0160.

ENVIRO 2004 CONVENTION & EXHIBITION: Is a platform for five environmental industry associations to run their annual or biennial conferences and showcase their technology, products, services, and research in a combined trade exhibition. The show will take place on March 28-April 1, 2004 in Sydney, Australia. For additional information, visit the website www.enviroaust.net or contact the event organizer, Quitz Pty Ltd. by e-mail at quitz@bigpond.net.au.

ENVIRONMENTAL TECHNOLOGIES TRADE MISSION TO SOUTHEAST ASIA: The U.S. Department of Commerce's U.S. Commercial Service is organizing an Environmental Technologies Trade Mission to Kuala Lumpur, Malaysia; Bangkok, Thailand; and Hanoi, Vietnam on March 29 – April 6, 2004. The Southeast Asian market for environmental technologies has been a lucrative one for U.S. firms and the potential for further U.S. expansion into this region is significant. This event

will target all sectors, with special focus on air pollution, water/wastewater treatment, waste management, waste recycling, and contaminated soil remediation. The participation fee for the mission is \$2,950 per company, not including travel and lodging. Participants will have their own schedule of pre-screened appointments, in-depth market briefings, hospitality, interpreters, and logistical support. If interested in participating, contact Robin Mugford, Project Manager, by phone at 847-327-9082, or by e-mail at robin.mugford@mail.doc.gov.

GLOBE 2004: The U.S. Commercial Service in Vancouver, Canada invites U.S. environmental firms to participate in the U.S. Pavilion featured at Globe 2004 on March 31-April 2, 2004 at the Vancouver Convention & Exhibition Centre. Globe 2004 is a multi-sectoral trade fair featuring technologies and services in water and wastewater management, pollution prevention, environmental engineering, solid waste management, air quality management and hazardous waste management. Globe not only offers exposure to the entire Canadian market, but also to other markets, especially in Asia. In addition to the trade exhibition, U.S. firms should consider attending the Globe 2004 Conference which will provide information on Canadian environmental policies and regulations. For more information, contact Cheryl Schell, Commercial Specialist, U.S. Commercial Service Vancouver, by phone at 604-642-6679 or by e-mail at cheryl.schell@mail.doc.gov.

ACCESS EASTERN MEDITERRANEAN PROGRAM: Without traveling to the region, the U.S. Commercial Service is offering environmental companies an opportunity to explore the market for pollution control and water or wastewater treatment products in Egypt, Israel, Jordan, Lebanon, Turkey, and West Bank/Gaza by means of a new, one-stop marketing service. During the month of March 2004, a skilled team of environmental commercial specialists will combine and coordinate their efforts to proactively market your product or service in their respective countries. In addition, your product literature or catalogs will be featured at the "International Water Demand Management Conference" on May 30-June 3, 2004 in Amman, Jordan. The program entails password-accessed website listings of your products/service, and a proactive, country-specific matchmaking service. You sign up only once for the unified service, but receive the services of and see results from six Commercial Specialists in six countries. Please visit the Access Eastern Mediterranean Program website at www.buyusa.gov/easternmed/environmental.html for market briefs on all countries, full program details, and to register on-line. The program fee is \$1,200.

ENVI BRNO 2004 & ENVIRONMENTAL MATCHMAKER TO CENTRAL EUROPE: ENVI Brno will be held on April 20-24, 2004 in Brno, Czech Republic. It is one of the most important environmental trade shows in Central Europe for companies in solid and hazardous waste management, recycling, environmental management systems, soil and groundwater remediation, water and wastewater, air pollution, industrial pollution prevention, clean energy, renewable energy, energy efficiency, waste-to-energy and biomass. In addition to participation at the trade show, EcoLinks and the U.S. Department of Commerce are organizing an optional Matchmaker Mission to Prague, Czech Republic, Budapest, Hungary; Warsaw, Poland; and Bratislava, Slovakia to meet with potential business partners. For additional information, contact Veronika Lukesova, Ecolinks Representative, U.S. Commercial Service, American Embassy Prague, at veronika.lukesova@mail.doc.gov.

RECYCLING COUNCIL OF ONTARIO'S 24TH CONFERENCE & EXHIBIT: Will take place on May 4-6, 2004 in Toronto, Ontario, Canada. This is a regional event in one of Canada's most important environmental markets, southern Ontario. The event is well attended by industry specialists with a mandate for waste management and, notably, products and services directed to recycling. Visit the website: www.rco.on.ca/intro/upcoming/conference.html.

CANADIAN ENVIRONMENTAL CONFERENCE & TRADE SHOW (CANECT 2004): Previously known as The Ontario Environmental Trade Show, this event is scheduled to take place on May 12-13, 2004. The event is organized by Environmental Science & Engineering Magazine, in conjunction with Environmental Regulation & Compliance News. This regional event should be of interest to U.S. companies targeting the southern Ontario market. Product groups include water treatment (potable and wastewater), stormwater management, and air/soil measurement and remediation. Visit the website: www.esemag.com/conferen/compliance/html.

WATER & SEWER SYSTEMS TRADE SHOW & ENVIRONMENTAL MATCHMAKER TO CENTRAL EUROPE: Water & Sewer Systems 2004 will take place on May 25-27, 2004 in Prague, Czech Republic. It's the biggest and most specialized exhibition in the field of water & sewerage systems in the Czech Republic. In addition to participating at the trade show, EcoLinks and the U.S. Department of Commerce are organizing an optional Matchmaker Mission to Budapest, Hungary; Warsaw, Poland; and Bratislava, Slovakia. For additional information, contact Veronika Lukesova, EcoLinks Representative, U.S. Commercial Service, American Embassy Prague, at veronika.lukesova@mail.doc.gov.

AMERICAN WORK WORKS ASSOCIATION CONFERENCE & EXHIBITION: Is scheduled on June 13-17, 2004 at the Orange County Convention Center in Orlando, Florida. It's the world's premiere total safe drinking water exhibition. This show was selected to participate in the Commerce Department's International Buyer Program meaning that the U.S. Commercial Service will recruit trade delegations worldwide to attend. Further information on the show can be found on the Association's website at www.awwa.org/ace2004.

INFORMATION SITES TO VISIT

ENVIRONMENTAL E-MARKET EXPRESS: The Environmental e-Market Express was created to provide monthly updates regarding new environmental market research reports, trade leads, and events generated by U.S. Commercial Service Specialists in American Embassies and Consulates worldwide. You can register to receive this on-line newsletter directly by visiting the website at www.buyusa.gov/emc/enviro.html.

ENVIRONMENTAL EXPORT NEWS: The Office of Environmental Technologies Exports in Washington publishes a quarterly newsletter that is available on-line. The December 2003 edition may be viewed on their website at www.environment.ita.doc.gov. Click on ETI Newsletter. This issue features energy & environmental opportunities in Russia, an overview of the Commerce Department's activities at the WEFTEC 2003 Trade Show, the pollution prevention and energy efficiency market in China, and success stories, international event highlights, and trade leads.

STATE ENVIRONMENTAL INITIATIVE: The State Environmental Initiative (SEI) program provides Immediate Response Grants (IRG) of up to \$25,000 as a rapid mechanism for small to medium-sized U.S. companies to fund short-term commercial projects whose primary objective is to promote the transfer of environmentally beneficial technology between U.S. and Asia in support of the goals and objectives of the US-Asia Environmental Partnership (US-AEP). Eligible Asian countries include India, Sri Lanka, Thailand, Indonesia, Vietnam, and the Philippines. Eligible applicants are U.S. State Trade Offices on behalf of U.S. companies. For detailed information on the SEI program, contact Sundaresan (Subi) Subramanian by phone at 859-244-8178 or by e-mail at ssubi@csg.org.

ECOLINKS: EcoLinks is an initiative of the U.S. Agency for International Development (USAID), which promotes market-based solutions to urban and industrial environmental problems in Central and Eastern Europe and Eurasia. EcoLinks functions by facilitating trade and investment partnering and by providing financial assistance. Visit the website at www.ecolinks.org.

THE GLOBAL TRADE & TECHNOLOGY NETWORK: Is a U.S. Agency for International Development (USAID) program, with the objective of promoting economic growth in development countries through trade, investment, and technology transfer. GTN is free of charge to all participants. Visit the website at www.usgtn.net.